

# **2013 Economic Development Report**

## **Talbot County, Maryland**



**Talbot County Office of Economic Development**

**Paige R. Bethke, Director**

**Michele Hall, Administrative Assistant**

**410-770-8058**

**[www.talbotcountymd.gov](http://www.talbotcountymd.gov)**

Resources used for this report: 2010 U.S. Census Tract Updates; Maryland Department of Labor; Maryland Department Business and Economic Development; Maryland Department of Planning; Maryland Department of Assessment and Taxation; Talbot County Office of Planning & Permits; Talbot County Department of Public Works, Talbot County Finance Office and Sage Policy Group.

Compiled in 2014 by the Talbot County Office of Economic Development

# *Talbot County, Maryland*

*Room to grow 21<sup>st</sup> century companies*

Talbot County is located midway down the Delmarva Peninsula, just east of the I-95 corridor and the Baltimore/Annapolis/Washington, DC region. The County enjoys over 600 miles of waterfront and five charming and historic towns. Easton is the county seat of government and the regional hub for medical, financial, commercial and cultural activity.

The County is host to seven industrial parks with space for emerging companies to expand. These parks offer secure sites with high-speed redundant fiber infrastructure, connections to major roadways, and access to over 90 critical federal labs and facilities within a 90-mile commute. Town-owned utilities, and the lowest real property tax rate in the state, offer a competitive advantage.

You will find a highly educated and talented workforce, poised to facilitate growth and expansion for a diverse business base. Talbot County's 1,458 businesses draw employees from a population base of 166,000 in a 25-mile radius of downtown Easton. Talbot County targets environment, agriculture, bio/healthcare and information technologies.

Easton hosts a National General Aviation Airport, the highest classification for a general aviation airport, a designation which reflects its importance and contribution to the National Airspace System. The Airport includes an FAA Contract Tower and features STARS LITE radar to accommodate corporate jet traffic, charters, private and home-built aircraft.



*Talbot County*

**“... bring your Science projects to our Backyard”**

**Located proximate to Baltimore – Washington Metropolitan Statistical Area (MSA), with an average commute time of 45 to 90 minutes, Talbot County is accessible and strategically located to service the Annapolis/Baltimore/Washington, DC/I -95 corridor.**



Within close proximity to the Baltimore/Washington, DC corridor and the Mid-Atlantic metropolitan market, Talbot County is accessible to major cities, international airports and ports. U. S. Route 50 serves as a major north/south transportation thoroughfare for the Delmarva Peninsula and bisects Talbot County. U.S. Route 301 is a truck transport corridor linking Wilmington, DE with points north, and Washington, DC with points south. Talbot County supports an economic hub within a 25-mile radius from downtown Easton, attracting workers into the County. Approximately 30% of the workforce commutes out of the County on a daily basis.

**Highway Distances from Easton:**

<b>Baltimore, MD</b>	<b>59 miles</b>
<b>Wilmington, DE</b>	<b>65 miles</b>
<b>Washington, DC</b>	<b>73 miles</b>
<b>Philadelphia, PA</b>	<b>110 miles</b>
<b>New York, NY</b>	<b>195 miles</b>
<b>Newport News, VA</b>	<b>207 miles</b>

The Delmarva Peninsula is surrounded on three sides by the Chesapeake Bay, the Delaware Bay, and the Atlantic Ocean. Centrally located on the Delmarva Peninsula, Talbot County is bounded by the Choptank River and Dorchester County to the south, Caroline County to the east, Queen Anne's County and the Wye River to the north, and the Chesapeake Bay to the west.





Photo: Talbot County Courthouse



Photo: Goldsborough Neck Facing West

## **Talbot County Government**

11 North Washington Street  
Easton, Maryland 21601 (410) 770-8010

### **Talbot County Council - 2010 to 2014**

Corey W. Pack, President/Economic Development Commission Liaison

Laura E. Price, Vice President

Dirck K. Bartlett

Thomas G. Duncan

R. Andrew Hollis

**Acting County Manager:** Clay B. Stamp

### **Talbot County Government**

Talbot County is a Charter form of government, governed by an elected Council, composed of five at-large members. The Talbot County Charter establishes all rights and powers of local self-government and home rule provided by this document and by the Constitution and the laws of the State of Maryland. In the exercise of these powers, the citizens of Talbot County are accorded equal treatment in all matters under the jurisdiction of the County government, regardless of race, creed, sex, or national origin.

### **Office of Economic Development**

The Talbot County Office of Economic Development, funded by Talbot County Government, is responsible for implementing a strategic plan to accomplish the goals and objectives approved by the County Council which promote investment and growth of the economic base of the County. Primary focus is concentrated in the retention, expansion and attraction of business and the development of a technically skilled workforce with family supporting wages.

### **Talbot County Office of Economic Development**

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## Talbot County Economic Development Commission

The Talbot County Economic Development Commission consists of 20 members, 7 of whom are appointed by the County Council for three year terms as at-large members, and four representatives, selected by the municipalities of the Town of Easton, the Town of Oxford, the Town of St. Michaels and the Town of Trappe. The remaining members, including the County Manager and the Council Liaison, are Ex-Officio members. The role of the Economic Development Commission is to advise the Talbot County Council on economic matters and to support the initiatives of the Talbot County Office of Economic Development. The Economic Development Commission meets on the first Thursday of the month at 8:00 a.m. at the Talbot County Offices located at 215 Bay Street in Easton.

Commissioner	Representing	Term Expiration
Ted Bautz, Chairman	Business Community, At Large	June 30, 2014
Geoff Oxnam, Vice Chairman	Utilities, At Large	June 30, 2016
Walter E. Chase	Town of Trappe	June 30, 2016
Peter Dunbar	Town of Oxford	June 30, 2015
John General	Small Business, At Large	June 30, 2014
Susie Hayward	Residential Real Estate, At Large	June 30, 2014
Haim Loran	Manufacturing, At Large	June 30, 2016
Paul Makosky	At-Large	June 30, 2015
Gerald Knight O'Mara	Agriculture, At Large	June 30, 2015
Deborah Renshaw	Town of St. Michaels	June 30, 2014
Len Wendowski	Town of Easton	June 30, 2014
Shannon Dill	Agriculture	Ex-Officio
Mike Henry	Easton Airport	Ex-Officio
Erik H. Neil, Ph.D.	County Arts	Ex-Officio
Corey Pack	County Council Liaison	Ex-Officio
Clay Stamp	Acting County Manager	Ex-Officio
Al Silverstein	Chamber of Commerce	Ex-Officio
Terenda Thomas	Labor, Licensing and Regulation	Ex-Officio
Cassandra Vanhooser	Tourism	Ex-Officio
Dr. Barbara Vinier	Chesapeake College	Ex-Officio

**The incorporated towns of Talbot County include Easton, Oxford, Queen Anne, St. Michaels and Trappe. Tilghman Island, one of 22 villages in the County, offers County-managed wastewater sewer capacity.**

Talbot County enforces zoning restrictions on residential development in the rural and environmentally sensitive areas of the County and supports infill development in the Priority Funding Areas within the five incorporated towns of Easton, Oxford, Queen Anne, St. Michaels and Trappe.

**2010 Talbot County Housing Status**

<b>Total Units</b>	<b>19,577</b>
<b>Total Households</b>	<b>16,157</b>

<b>2012 Median Household Income</b>	<b>\$62,942</b>
<b>2012 Mean Household Income</b>	<b>\$88,537</b>

**Occupied Households**

<b>Owner Occupied</b>	<b>11,157 Units</b>
<b>Renter Occupied</b>	<b>4,507 Units</b>
<b>Vacant Housing</b>	<b>3,420 Units</b>

**2011 Talbot County Median Home Value: \$352,200**  
(U.S. Census)

**Mid-Shore Board of Realtors shares the following residential trends in their 2013 Real Estate Business Intelligence Report:**

<b>Dollar Volume Sold (2013)</b>	<b>\$247,847,455</b>	<b>4.30% over 2012</b>
<b>Average Sold Price</b>	<b>\$484,077</b>	<b>4.67% less than 2012</b>
<b>Median Sold Price</b>	<b>\$288,000</b>	
<b>Detached Units Sold</b>	<b>452</b>	
<b>Active Listings</b>	<b>500 +</b>	
<b>New Construction Listings</b>	<b>26</b>	





**The Town of Easton is the cultural, financial, medical and commercial center for the Mid-Shore Region. Historic Downtown Easton has adopted an infill redevelopment plan that is attracting new investments and businesses to complement the community.**



The Town of Easton, the county seat of government for Talbot County, serves as a commercial hub for the Mid-Shore Region. The University of Maryland Shore Regional Health, Inc. and several assisted living and retirement facilities provide major employment in the medical and healthcare industry. Other major employment sectors in Easton include the Trades, Professional and Business Services, Financial Services and Leisure and Hospitality.

The Daylight Building, a landmark structure central to downtown Easton which exemplifies the Federal Period architecture throughout the town, was recently renovated to house shops and offices. The Tidewater Inn, a 98-room boutique hotel, offers grand dining and events in the Gold Room Banquet facility. Downtown Easton includes art galleries, retail shops and award-winning restaurants within an eight block Historic District. The Town of Easton is supported by eight major retail centers, including Waterside Village, Tred Avon Square, Easton Plaza, Marlboro Plaza, Park Place, Shoppes at Easton, Talbottown of Easton and Easton Commons.

Entertainment and the arts are enhanced by The Avalon Foundation's promotion of live venues at the historic Avalon Theater and support of cultural events, including the Plein Air Festival held in July; the Waterfowl Festival held the 2<sup>nd</sup> weekend in November; and nationally renowned artists and exhibits at the Academy Art Museum. Talbot County Historical Society Museum and Gardens maintain focus on County history dating back to the 1600's.

Easton Population and Growth		
2012	Estimate	16,598
2010 Census	Easton Population	16,166
2008	Easton Population	15,000
2006	Easton Population	14,666
2000 Census	Easton Population	11,708

**Easton Airport (ESN), owned and operated by Talbot County, provides essential access for aviation enthusiasts, corporate pilots, and local businesses. ESN is designated as a National General Aviation airport, reporting 48,777 operations in 2013, including 1,741 military operations.**

Easton Airport is located at Newnam Field at the northern entrance to the Town of Easton, adjacent to U.S. Route 50.

**Elevation 72' Latitude 38° 48'16" N Longitude 76° 04'05"W**

**Traffic Pattern: Right traffic to Runways 22 and 33; Standard Left – Runways 15 and 04**

The Airport provides general aviation services from 6 a.m. to 10 p.m. seven days a week, with the support of an FAA Contract Tower. The Airport is also equipped with state-of-the-art STARS LITE radar - <http://eastonairport.com/pilot-services/airport-info/#sthash.Pmn2vh1b.dpuf> and operates as a self-sufficient enterprise on revenues generated from fuel sales, ground lease rents and T-hangar rentals. The Airport provides a terminal with shuttle service to Baltimore/Washington International Thurgood Marshall Airport (BWI); major and minor Airframe, Engine, and Avionics Repair Stations; and Sugar Buns Airport Café. Thirty (30) businesses operate at the Easton Airport with an employment base of 180 workers.





**Talbot County accommodates growth and development in the designated priority funding areas with excess infrastructure capacity and high-speed redundant fiber.**



**Easton Utilities Commission** [www.eastonutilities.com](http://www.eastonutilities.com)

Owned and operated by the Town of Easton as a not-for-profit enterprise operation, Easton Utilities provides electricity, water, wastewater treatment, natural gas, cable television, and high speed redundant Internet services for residents and businesses within the Town of Easton. Fiber optic resources include over 3,000 miles of fiber, located in Easton, interconnected with the Maryland Broadband Cooperative backbone: maintenance of two Metropolitan Area Networks (MAN) (hospital and related; and commercial Advanced Network Service applications); maintenance of one Wide Area Network (WAN) for Talbot County Public Schools; and two diverse fiber paths off the Shore, terminating in Ashburn, VA and Baltimore. Easton Cable Velocity maintains an 860 mHz HFC plant offering cable modem speeds up to 50/4.

The electricity distribution system includes 69 MW of local generation and two points of interconnection with the transmission grid.

**Delmarva Power** (PEPCO) [www.pepcoenergy.com](http://www.pepcoenergy.com) and **Choptank Electric Cooperative** [www.choptankelectric.com](http://www.choptankelectric.com) provide electric service to Talbot County.

**Municipal Water / Wastewater Sewage Systems** – The Towns of Oxford, Trappe and Easton operate their own sewer and wastewater treatment systems. St. Michaels and the Village of Tilghman have County-owned and operated wastewater treatment systems. The County continues to invest in new technologies and programs to reduce nitrogen levels of on-site septic systems and to encourage homeowners to maintain septic systems in good operating order.

**Chesapeake Utilities** [www.chpkgas.com](http://www.chpkgas.com) provides Natural Gas to Talbot County along the U.S. Route 50 corridor, including the Town of Easton.

**Talbot County Bio-Solids Facility** - Located on Klondike Road, Talbot County has completed a state-of-the-art Green Energy demonstration project with three wind turbines and a solar farm. The \$3.8 million project was made possible with grants from the American Recovery and Reinvestment Act (ARRA) and the Maryland Department of the Environment.

**Talbot County hosts seven industrial parks with abundant infrastructure capacity, high-speed redundant secure fiber, transportation access, and opportunities for infill development.**



## **Land Use in Talbot County**

### **Total Acreage in Commercial Use**

2009	3,023 acres
2007	3,023 acres
2006	3,021 acres

### **Total Commercial Parcels**

2009	1,348 parcels
2007	1,312 parcels
2006	1,298 parcels

### **Total Acreage in Industrial Use**

2009	496 acres
2007	479 acres
2006	462 acres

### **Total Industrial Parcels**

2009	71 parcels
2007	69 parcels
2006	68 parcels

## **Industrial Parks**

**Easton supports 6 industrial parks and Talbot County supports 1 industrial park.**

Clifton Industrial Park	30 acres
Airport Industrial Park	126 acres
Easton Business Center	30 acres
Glebe Park	31 acres
Carlton Business Park	57 acres
Easton Technology Center	162 acres
Talbot Commerce Park	111 acres



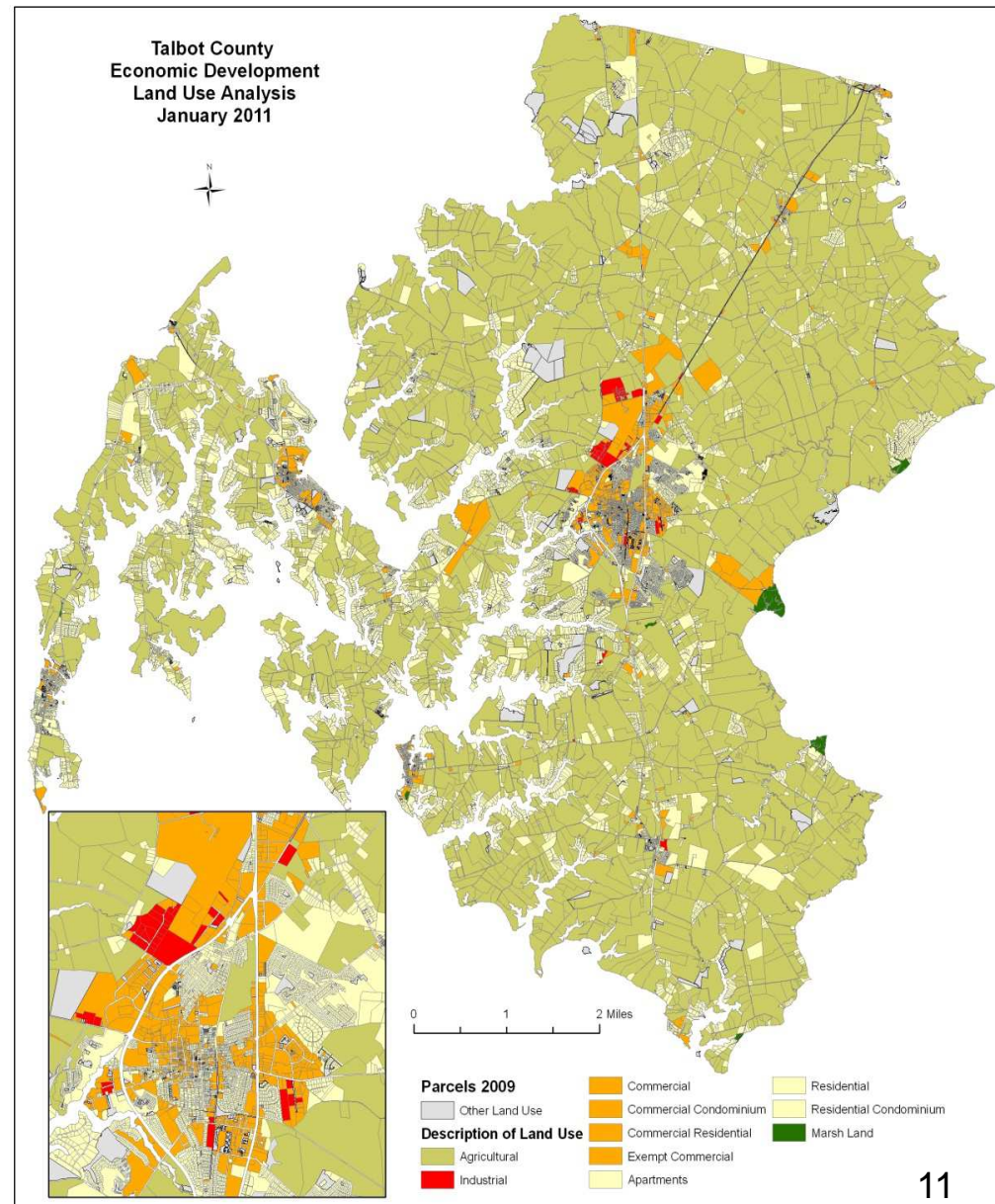
**Agriculture production in 2012 contributed \$50.5 Million to the local economy with \$25 Million in grain production.**



Farmers in Talbot County planted 26,133 acres in 2013. Talbot County is part of a region that supports large stores of grains and food stock for Maryland and the Mid-Atlantic Region.

The poultry industry continues to drive demand for grain production of corn and soybeans. Maryland's \$1.3 billion per year poultry industry supports large chicken farms, production facilities and several thousand acres of grain farmland in Talbot County. There are 305 farms in Talbot County.

The majority of large-scale grain farms in Talbot County have implemented advanced environmental technologies in order to maintain environmental sustainability. Talbot County recognizes the benefit in supporting agriculture and environmental science technologies and has identified this target market sector for future growth in its economy.





**Talbot County hosts federal facilities and programs to support technology development... and targets environment, agriculture, pharma/bio and information technologies for future expansion.**

**Paul S. Sarbanes Restoration and Reclamation Project at Poplar Island** demonstrates reclamation and restoration of a 500-acre island that had eroded to less than 5 acres. The project, which uses dredge spoils from the Baltimore Port channel, is managed by the Army Corp of Engineers and Maryland Environmental Service. The Talbot County Office of Economic Development conducts two tours a year to Poplar Island to promote environmental technologies.

**Calhoon MEBA Engineering School (MEBA)** is located on a 600-acre campus on St. Michaels Road in Talbot County. MEBA operates as a private maritime educational facility, training members of the Marine Engineers Beneficial Association as well as all maritime and related industry professionals. MEBA offers internationally recognized, state-of-the-art training and experience that enhances the safety, reliability, and profitability of vessels and equipment while preserving and protecting the natural environment.

**Cooperative Oxford NOAA Lab – National Center for Coastal Oceanic Science, Coastal Environmental Health and Bimolecular Research**, co-located with the Maryland Department of Natural Resources and the U.S. Coast Guard Station in Oxford, MD, employs 40 scientists and technicians. The joint partners are responsible for monitoring the entire health and safety of the Chesapeake Bay ecosystem.



**Institutions of learning, serving Talbot County and the Region, work with employers to provide integrated training and career programs.**

**Talbot County Public Schools:**

Elementary Schools	5
Middle Schools	2
High Schools	2

**Private Schools:**

Elementary Schools	3
Middle Schools	3
High Schools	2

**2103 Talbot County High School**

**Education Attainment Rate**

Graduation rate of high school seniors	90.2%
HS Graduates entering workforce	12 %
Graduates going on to higher education	85 %
Enter Military Service	3%

**Institutions of Higher Education**

**Chesapeake College, Wye Mills, MD**

Certificate and AA Degree Programs

**Higher Education Center, Wye Mills, MD**

BA/BS and MS Degree Programs

**Salisbury University, Salisbury, MD** BA/BS/MS/PhD Degree Programs

**University of Maryland Eastern Shore, Princess Anne, MD**

BA/BS/MS/PhD Degree Programs

**Washington College, Chestertown, MD**

BA/BS/MS Degree Programs



**Workforce**

White Collar Jobs  
Service Jobs  
Blue Collar Jobs

**Talbot Co.**

63.3%  
16.5%  
20.2%

**U.S.**

61.6%  
17.3%  
21.1%

**Talbot County Population by Education**

Not earned a HS Diploma  
High School Graduates  
Completed AA Degree  
Bachelors Degree  
Masters/Doctorate

10.4%  
29.8%  
7.2%  
19.8%  
13.7%

14.8%  
29.6%  
7.7%  
17.7%  
10.4%

Serving the Mid Shore of Talbot, Caroline and Dorchester counties as the commercial, financial, retail and medical services hub, Talbot County supports a regional population of 166,000 and a workforce of 90,000 within a 25-mile radius from downtown Easton.



	2008	2010	2012
Maryland	5,633,597	5,787,998	5,884,563
Mid Shore Population	100,576	102,453	103,527
Mid Shore Workforce	53,889	53,305	53,813
<b>Talbot County</b>			
Population	<b>36,127</b>	<b>37,782</b>	<b>38,098</b>
Civilian Labor Base	19,338	19,472	18,886
Total Average Employment	18,716	17,329	19,307
Average Unemployment	4.2%	8.5%	7.6%
County Based Employers	1,677	1,505	1,458

(Based on the 2012 Maryland Department of Labor, Licensing and Regulation Civilian Wage Reports & US Census Quick Facts)

	Talbot Co.	Maryland	United States
<b>Earned Income</b>			
Less than \$15,000	10.2 %	11.1%	13.0%
\$15,000 to \$24,999	11.6 %	9.5%	10.8%
\$25,000 to \$34,999	9.6 %	10.7%	10.6%
\$35,000 to \$49,999	15.8 %	15.4%	14.3%
\$50,000 to \$74,999	23.5 %	21.6%	18.7%
\$75,000 to \$99,999	13.3 %	13.9%	12.3%
\$100,000 to \$149,999	8.4%	12.1%	11.6%
\$150,000 and up	7.6%	6.5%	8.2%
<b>Total Income (2010)</b>			
Mean Household	\$52,592	\$70,647	\$51,914
Median Household	\$63,017	\$69,272	\$54,442
Per Capita	\$30,912	\$48,275	\$26,739



# COUNTY TRACKER 2013

## TALBOT COUNTY, MD

Economic Output Growth Rate

2012-2013

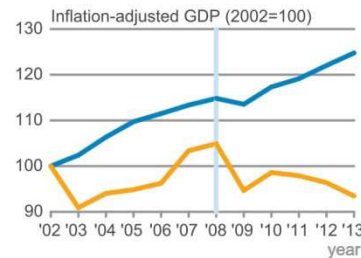
−3.0%

1990-latest peak

1.7%

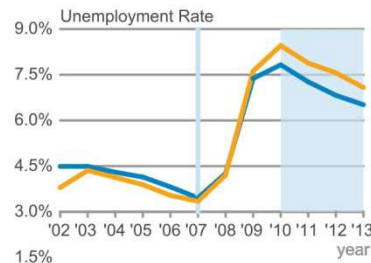
State and County  
Performance  
2002-2013

County  
State  
= recovery period  
= peak year



Unemployment Rate Change<sup>1</sup>

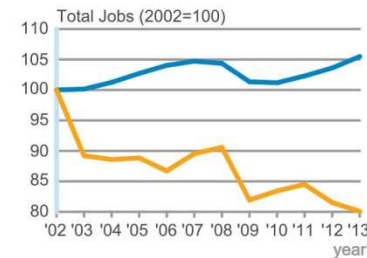
−0.5pps



Jobs Growth Rate

−1.8%

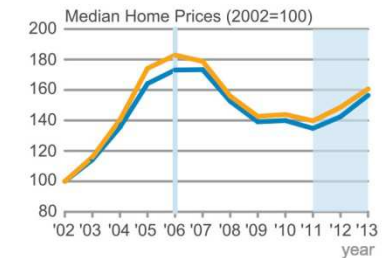
0.3%



Median Home Prices Growth Rate

8.1%

7.4%



### SIZING UP 2013

Talbot County, MD has a county government.

Talbot County is a small, central county in the Easton, MD micropolitan area.

POPULATION, 2012	38,098
NOMINAL GDP	\$1.7 BILLION
AVERAGE COUNTY WAGE	\$46,400
UNEMPLOYMENT RATE	7.1%

#### DEFINITION OF TERMS: (Data Source: Moody's Analytics)

**Economic output (gross domestic product - GDP):** Total value of goods and services produced by a county economy, also known as GDP. **Total Jobs:** Total wage and salary jobs, whether full or part-time, temporary or permanent in a county economy. It counts the number of jobs, not employed people, for all employers in a county economy, not only for the county government. **Median Home Sales Price:** Median sales prices of existing single-family homes. **Unemployment Rate:** The proportion of the civilian labor force that is unemployed. **Average Wage:** Wages and salary disbursements per job. This indicator is calculated based on total wage and salary disbursements and total wage and salary jobs for each county economy and for each county major industry.

#### NOTES:

<sup>1</sup> Average unemployment rate changes for the 1990-peak period are minimal. This study determines peak and trough values and years separately for each county economy and each indicator. Peak values represent the highest annual value of a county economy indicator between 2002 and 2009. 2002 marks the first year after the end of the previous U.S. recession; 2009 marks the end of the latest U.S. recession as determined by the National Bureau of Economic Research. Trough values represent the lowest annual value of a county economy indicator between the peak and 2013. It is possible that no recession occurred in a county economy for a specific indicator. Multi-year growth rates are annualized, showing how much an indicator would have grown annually if it increased at a steady rate over a certain period. Industry data reflect values at the 3 digit NAICS levels. 2013 data are forecasts. Small, medium-sized and large counties have a population less than 50,000, between 50,000 and 500,000 and greater than 500,000, respectively. County population values come from the U.S. Census Bureau's population estimates, vintage 2012.

### TOP FIVE INDUSTRIES, BY DOLLAR VALUE AND SHARE OF COUNTY ECONOMIC OUTPUT, 2013

REAL ESTATE - \$209.0 MILLION - 12.1%

AVERAGE WAGE, 2013: \$49,800

BUSINESS SERVICES - \$201.5 MILLION - 11.7%

AVERAGE WAGE, 2013: \$63,600

HEALTH CARE - \$100.6 MILLION - 5.8%

AVERAGE WAGE, 2013: \$87,000

NON-PROFITS - \$86.7 MILLION - 5.0%

AVERAGE WAGE, 2013: \$29,800

HOSPITALS - \$75.0 MILLION - 4.3%

AVERAGE WAGE, 2013: \$46,900

#CountyTracker

Media contact: Jim Philipps 202.942.4220

Questions? Contact Dr. Emilia Istrate,  
NACo Research Director | research@naco.org

FULL REPORT: www.naco.org/CountyTracker



Talbot County's demographic characteristics include an annual average growth rate of 1.4% per year for the past 25 years, with the fastest population growth occurring in the 45 to 54 year old segment of the population.

<b>2008 - 2012 Population</b>	<b>37,746</b>	
<b>2000 Population</b>	<b>33,812</b>	
Male Population	18,031	47.8%
Female Population	19,751	52.2%

The **45 to 54 age group is the largest population** group represented in Talbot County at 14.5%, or 5,470 individuals. The second largest age group is 65 to 74, attributed to the influx of retirees. The County is witnessing an **increase in population of 35 to 44 year olds** at 11.5% of the population, or 4,329 individuals.

The African American population is the largest minority population in Talbot County, estimated to be 5,289, or 14% of the total population with a loss of 2% since 2010.

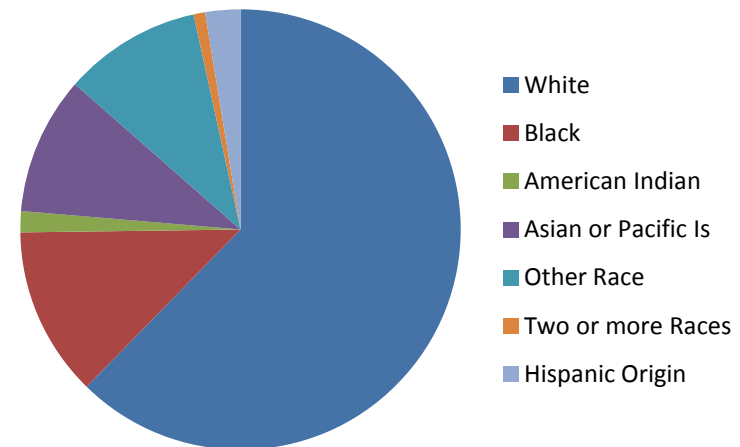
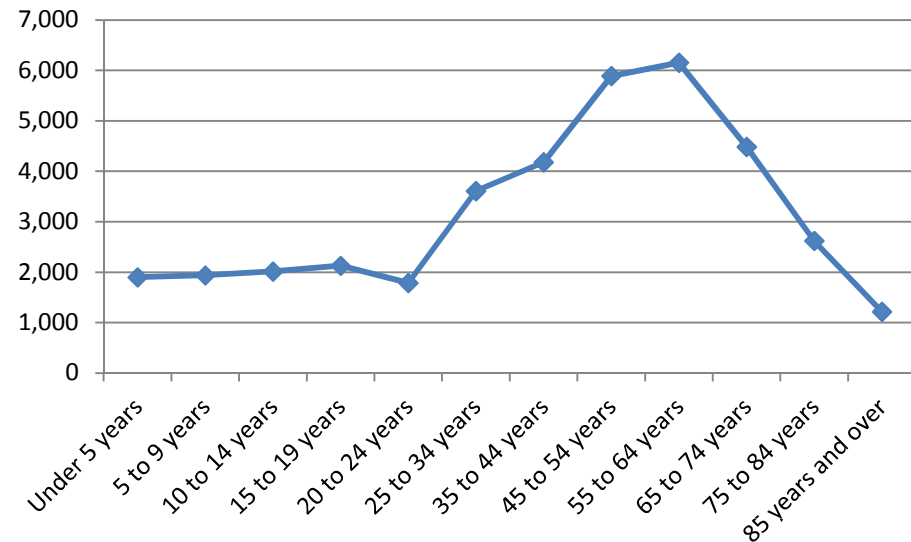
The Hispanic population is estimated to be 2,030, or 5.4% of the total population with a gain of 3.4% since 2010.

The Caucasian population is the majority and is estimated to be 31,685, approximately 83.9% of the total population, a 3.9% growth since 2010.

(Data based on US Census American Fact Finder)

### Commute Time to Work

**The average commute time to work is 22 minutes (2000 Census).** 6,636 Talbot County residents work in Talbot County; 8,540 Talbot County residents are employed outside Talbot County and 10,890 workers commute into Talbot County.



**Talbot County reports a civilian labor force of approximately 19,000 that supports a base of approximately 1,700 businesses and is a net importer of jobs. The highest paying jobs are in the Financial and Business Services and Information sectors.**

#### **Civilian Labor Market**

<b>Labor Force (2012 avg.)</b>	<b>County</b>	<b>4 County Area*</b>
Total civilian labor force	18,886	80,050
Employment	17,458	73,732
Unemployment	1,428	6,318
Unemployment rate	7.6%	7.9%

#### **Residents commuting outside the County to work (2010-2012)**

<b>Number</b>	<b>Percent</b>
8,540	43.8%

#### **Non-Residents Commuting to County**

10, 890	62.1%
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#### **Employment in selected occupations (2010-2012)**

Management, business, science and arts	6,213	35.1%
Service	4,118	23.3%
Sales and office	4,440	25.1%
Production, transp. and material moving	1,242	7.0%

\* Talbot, Caroline, Dorchester and Queen Anne's counties





**Talbot County offers the lowest real property tax rates in the state with a revenue tax cap, and targets the attraction of businesses who provide wages that support family incomes.**

**Tax Structure for the Towns, Talbot County and the State of Maryland**

	<u>Easton</u>	<u>Oxford</u>	<u>Queen Anne</u>	<u>St. Michaels</u>	<u>Trappe</u>	<u>Talbot Co.</u>	<u>Maryland</u>
Corporate Income Tax							8.25%
Sales and Use Tax							6.00%
County Real Property Tax	\$0.380	\$0.396	\$0.452	\$0.386	\$ 0.425	\$0.512	\$0.112
County Personal Prop. Tax	0	0	0	0	0	0	
County Utility Tax	0.95	0.99	1.13	0.965	1.0625	1.28	
Town Real Property Tax	0.52	0.2483	0.18	0.45	0.29	0	
Town Personal Property Tax	1.3	0	0.45	0	0.54	0	
Town Utility Tax	1.3	0	0.45	1.6	0.54	0	

The County and the Towns partner with the Maryland Department of Business and Economic Development to support business attraction and retention projects that bring investment and jobs. [www.choosemaryland.org](http://www.choosemaryland.org)

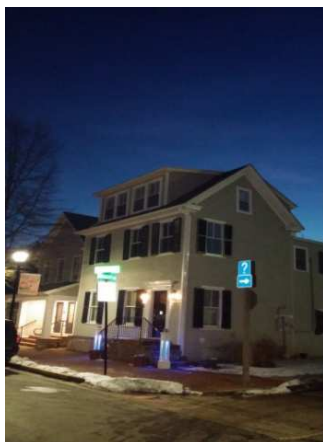


**2013 commercial development projects included over 250,000 SF in new construction, renovations and expansions to existing structures in the Town of Easton.**



**Achievement Park**, owner/developer Gillis Gilkerson of Salisbury, Maryland, has renovated the 190,000 SF former manufacturing space located in downtown Easton into a 20,000 SF free-standing unit with frontage on Idlewild Avenue and a 150,000 SF facility with frontage on Cadmus Lane. The \$12 million medical and professional office park has 75,000 SF available for lease.

**The Daylight Building**, purchased and renovated as a mixed use project by David Valliant and Marvel Contractors, anchors downtown Easton at Washington and Dover Streets. The completed project supports three retail tenants with second story apartments and offices.



**Best Western Plus Easton Inn and Suites**, located on U.S. Route 50, in Easton, was purchased and renovated by Brandee Diggs to offer 65 rooms with 41 two-room suites and full amenities, including business services and conference space.

**Quality Health Strategies**, headquartered in Easton, are leaders in population health and detection of medical fraud and abuse. They have consolidated their offices and contracted with BET Investments for a 40,000 SF facility at Waterside Village.



**WhiteOak Group**, a leading technology management provider headquartered on Harrison St. in Easton, recently purchased the adjacent property and expanded its facility to add 10,000 SF of secure, and fully wired, computer office space.

# Talbot County, Maryland

*. . Bring your science projects to our backyards*

- **Proximate to Washington, DC/Baltimore/Annapolis & the I-95 corridor:** convenient to over 90 federal labs and facilities within a 90 mile radius; 600 miles of uninterrupted Chesapeake Bay shoreline with historic towns and villages.
- **Host to seven industrial parks:** space for emerging companies with secure sites, high-speed redundant fiber infrastructure, town-owned utilities and the lowest real property tax rate in the state.
- **Science based workforce:** a growing cluster of talent for Environment, Agriculture, Pharma/Bio and Information technologies.

*For those who require  
multidisciplinary teams to analyze  
complex problems and build  
new markets:*

***Room to grow 21<sup>st</sup> century  
companies***



## Talbot County, Maryland

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Office of Economic Development

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